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September 27, 1994

RECEIVED

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Honorable Reed E. Hundt
Chairman
Federal Communications Commission
1919 M St., N.W.
Washington, D.C. 20554

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF SECRETARY

MM Docket No. 92-266 (Cable Rate Regulation)
Ex Parte Presentation

Dear Mr. Chairman:

As the Commission continues to sift proposals on the "going forward" regulation of cable programming services, I thought it might be helpful to summarize the views of Cablevision Systems Corporation ("Cablevision") and its chairman, Charles F. Dolan, on these matters.

First, the Commission's policies and rules should encourage the availability of cable services on an a la carte basis. The Commission's treatment of packages of unbundled programming services is critically important to Cablevision and its subscribers. For more than four years, Cablevision has been offering many of its subscribers the opportunity to select "clusters" of programming, such as news services and movie services, as an alternative to purchasing an entire service tier. More recently, Cablevision introduced its "Spectrum" service, offering subscribers the opportunity to select individual services at \$1.95 per month, or "any 4" at \$4.95 -- enabling subscribers to design customized programming packages containing only the services they want. On Long Island, more than 40% of subscribers offered Spectrum are now receiving individual channels or the do-it-yourself package. In Yonkers, New York, Cablevision's subscribers have the option of purchasing cable services on an unbundled basis or in customized discount packages, or continuing to purchase those services in traditional tiers at a regulated price. For your reference, I have attached the rate cards for the Yonkers system.

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Cablevision's decision to unbundle program services was not motivated by regulation; rather, the company began to move in this direction long before passage of the 1992 Cable Act. Its decision was prompted by the simple fact that unbundling significantly expanded consumer choice. By giving its subscribers greater freedom to design their own program packages, unbundling enables them to pay only for those services in which they are most interested.

This enhanced consumer sovereignty has yielded tangible benefits for Cablevision and its subscribers. It helped diminish churn, expand penetration, and ensure a closer fit between programming costs and subscriber demand for services. Even subscribers who did not purchase any clusters were more satisfied with the price they paid for their service, knowing they had the cluster option if they chose.

Second, Cablevision strongly opposes any limitations on the ability of operators to unbundle existing services or to offer new services on an a la carte basis. We recognize that the Commission has raised concerns in a number of cases in which operators unbundled existing services and then recombined them into unregulated packages, but a blanket prohibition of unregulated package discounts would not serve the public interest. A policy that restricts or discourages discounted packages of unbundled services will force some subscribers of a la carte services to pay higher prices or receive fewer services. To the extent such a policy leads operators to incorporate unbundled services into a cable programming service tier, subscribers of that tier would be also forced to pay higher rates for channels they did not want. Restricting or eliminating unregulated package discounts could also reinforce a "business as usual" mentality among some operators that would discourage them from undertaking the kind of infrastructure upgrades that facilitate unbundling. All of these outcomes would hurt both operators and subscribers, and undermine policy objectives articulated by Congress and the Commission.

Third, subjecting discounted packages of a la carte services to some form of rate regulation would greatly discourage unbundling and shrink consumer benefits. For instance, Cablevision's ability to offer the innovative "any 4" or "any 8" options described above depends upon the Commission's willingness to continue to permit unregulated package discounts. It would be impossible to permit subscribers to design their own package of services if each such package -- dozens or hundreds of them --

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were then treated as a regulated tier of cable programming services subject to rate regulation.

Package discounts are as old as retailing itself. In part, such discounts reflect a simple economic fact of life: per-unit service costs decline as volume increases. Therefore, the retailer shares some of the benefits of those efficiencies with the customer. The discount also may reflect a reward to the consumer for increasing the retailer's sales volume.

On the other hand, the subscriber who decides to select only one or two individual a la carte offerings raises a cable operator's average per-unit service costs. The higher price for individual offerings should reflect those higher costs, and the fact that the subscriber receives the full benefit of the operator's capital investment in the interdiction or encryption equipment and other technology necessary to unbundle individual program channels. The rate for an individual service should also reflect the value of the greater degree of specialized choice being offered by the operator. Thus, it should come as no surprise that the per-channel price of an a la carte offering varies depending upon whether it is taken on a stand alone basis or in a package.

Fourth, while the Commission has not explicitly precluded the offering of unregulated a la carte packages, the 15-point test for evaluating such offerings articulated in the Second Order on Reconsideration is too cumbersome and creates too much uncertainty to serve as a useful guide to operators. We do not propose eliminating that test. As an alternative, however, we would propose the creation of two "safe harbors" to govern the unbundling of existing services and the offering of a la carte packages. Within these safe harbors, "migration" of existing services would be permitted, and discounted packages of services would be outside the reach of rate regulation.

With respect to existing services, unbundling should be permitted at least to the extent that an operator continues to offer those services on a regulated tier as well, as Cablevision does in Yonkers. The operator should also be permitted to combine those "cloned" services into packages, which would be exempt from rate regulation, so long as the existing tier of services remains available under regulation. The continued availability of existing tiers of service, with prices "protected" by regulation, renders unnecessary any restrictions

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on the packaging or pricing of those services on an a la carte basis.

Discounted packages of new services offered on an a la carte basis should be deemed permissible per se and exempt from rate regulation, at least to the extent that subscribers are given a reasonable opportunity to create the packages from among a la carte offerings. As noted above, Cablevision offers subscribers the option of assemble customized packages (i.e., "any 4," "any 8") of individually-available programming services. Cablevision's plan strikes a balance between the subscriber's desire to select his or her own package of programming and the limitations of billing software. Where packaging is done by the subscriber, subject to these parameters, there can be no argument that the availability of discounted packages undermines the a la carte nature of the component services.

Fifth, full realization of the benefits of a la carte offerings is being thwarted by those cable programmers who continue to insist on carriage agreements that constrain an operator's ability to unbundle their program channel. A rule preempting such agreements is essential to empower consumer choice and reduce upward pressure on cable rates by exposing more programmers to market forces. At a minimum, those agreements should be preempted where unbundled services would remain available to consumers on a regulated tier, such as Yonkers. The Commission should expressly void programming contracts to the extent they would prohibit the a la carte "cloning" of services that the consumer can continue to purchase as part of a tier.

In the absence of such a policy, programmers will continue to use their market power to force operators to assemble services in packages dictated by the programmers themselves. Subscribers, in turn, will be precluded from purchasing services except as part of packages constructed by the programmers. In negotiations between operators and programmers, programmers can and do exploit the fact that the operator has the only direct commercial relationship with subscribers. A popular programming service cannot be removed from a tier over the objections of a relatively few, well-organized subscribers, sometimes encouraged indirectly by the programmer. In Cablevision's experience, for instance, a programming service desired by fewer than 20% of all subscribers was able to generate sufficient political pressure to obtain carriage on the most widely purchased tier. Not only does such an outcome force subscribers to subsidize services they have little interest in watching, it also undermines the Commission's

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own desire to encourage the consumer choice that unbundling makes possible. The Commission should not permit the programmers to frustrate its policies in this fashion and, in effect, to define the reach of its regulation.

Sixth, Congress clearly grasped the pro-consumer benefits of unbundling, as evidenced by its decision to exempt a la carte services from regulation. See S. Rep. No. 92, 102d Cong., 1st Sess. 77 (1991). Nothing in the statute or the legislative history suggests that Congress intended to deregulate only the individualized offering of a la carte services. To the contrary, there is evidence that Congress intended for a la carte services offered in packages to be exempt from regulation. See H.R. Rep. No. 628, 102d Cong., 2d Sess. 80 (1992). An effort by the Commission to assert jurisdiction over these packages is inconsistent with the letter and spirit of the law and, as a matter of policy, is unnecessary and counterproductive. The proposal to assert such jurisdiction but to "forbear" from engaging in rate regulation would significantly dampen operators' incentives to unbundle services by raising the possibility of future rate regulation of packages of a la carte services. Without assurances that they will be able to experiment with a la carte offerings in an unregulated environment, many operators may be reluctant to embark on this course at all.

The Commission has broad authority to prevent "evasions" of its rate rules by operators who abuse the statutorily-granted flexibility to offer unregulated packages of a la carte services. We believe the Commission would err by adopting an across-the-board policy premised on the notion that such package discounts inherently conflict with the interests of consumers. If the Commission feels compelled to adopt some kind of uniform policy regarding package discounts, in addition to the "safe harbors" described above, it could devise a formula establishing a permissible ratio (or range of ratios) between the stand-alone and the package price of an unbundled program service.

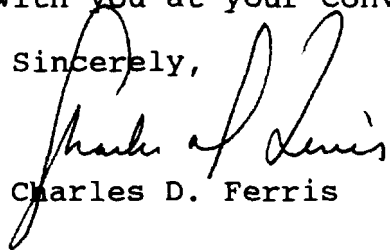
Finally, Cablevision supports the proposal of the National Cable Television Association to revise the financial incentives for adding new services to cable programming service tiers. While Cablevision has no present plans to expand service offerings on existing tiers, the company agrees that the incentives adopted by the Commission in the Fourth Report and Order are inadequate to encourage operators who wish to do so to expand their tiered offerings.

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Thank you for the chance to discuss these issues. I remain available to discuss these issues with you at your convenience.

Sincerely,



Charles D. Ferris

cc: Honorable James H. Quello
Honorable Andrew C. Barrett
Honorable Rachelle B. Chong
Honorable Susan Ness
Mr. Blair Levin
Ms. Meredith Jones
Ms. Kathleen M.H. Wallman
Mr. Ed Hearst
The Secretary, FCC (2 copies)

D31810.2

OptimumTV

A Service of Cablevision

OptimumTV Channel Lineup

- | | |
|--|------------------------------------|
| 2 WCBS (2) New York | 39 The Movie Channel |
| 3 SportsChannel | 40 Cinemax |
| 4 WNBC (4) New York | 41 Showtime |
| 5 WNYW (5) New York (Fox) | 42 Playboy Television |
| 6 HBO | 43 Sci-Fi Channel |
| 7 WABC (7) New York | 44 Comedy Central |
| 8 Cable News Network (CNN) | 45 Cartoon Network |
| 9 WWOR (9) New York (Ind.) | 46 Flix |
| 10 The Discovery Channel/
Mind Extension University | 47 Encore |
| 11 WPIX (11) New York (Ind.) | 48 Encore 2 Love Stories |
| 12 News 12 | 49 Encore 3 Westerns |
| 13 WNET (13) New York (PBS) | 50 Encore 4 Mysteries |
| 14 On Cablevision | 51 TV Food Network |
| 15 ESPN | 52 The Learning Channel |
| 16 A&E | 53 Court TV |
| 17 USA Network | 54 C-SPAN 2/City Hall |
| 18 The Nashville Network (TNN) | 55 The Weather Channel |
| 19 Public Access | 56 Headline News |
| 20 TNT | 57 ESPN2 |
| 21 WLJW (21) Plainville (PBS) | 58 Country Music Television/MSG II |
| 22 Nickelodeon | 59 MuchMusic |
| 23 Lifetime | 60 BET |
| 24 Consumer News &
Business Channel (CNBC) | 61 MTV Latino |
| 25 Yonkers Board of Education | 62 Canal 66 |
| 26 The Family Channel | 63 GEMS |
| 27 TBS Superstation | 64 HBO Español |
| 28 VH-1 | 65 E! Entertainment
Television |
| 29 MTV | 66 PPV Listings Channel |
| 30 Q2 | 67 PPV 1 |
| 31 QVC | 68 PPV 2 |
| 32 WHSE (68) Newark | 69 PPV 3 |
| 33 C-SPAN | 70 PPV 4 |
| 34 Madison Square Garden Network | 71 Action PPV |
| 35 NewsSport | 72 ValueVision |
| 36 American Movie Classics (AMC) | 73 Archdiocesan Channel |
| 37 The Disney Channel | 74 WNYC (31) New York |
| 38 Bravo | 75 WXTV (41) Paterson |
| | 76 WNUU (47) Linden |

Important Customer Information: The listed programs, packages and services are Cablevision's current offerings. The programs, packages, services, number of channels, content, format, rates and other aspects of Cablevision's offerings are subject to change or discontinuance at any time in accordance with applicable law.

OptimumTV
A Service of Cablevision

OptimumTV

A Service of Cablevision

Custom create your own cable package...

Optimum Choices

Any One \$1.95
Any Four \$4.95
Any Eight \$8.95

News 12 Yonkers

Lifetime

The Weather Channel

The Family Channel

NewSport

MuchMusic New!

BET New!

C-SPAN*

C-SPAN 2* New!

Canal 66 New!

Comedy Central New!

The Learning Channel New!

Headline News New!

MTV Latino New!

Country Music Television

TV Food Network New!

E! Entertainment Television New!

Court TV New!

Encore New!

Encore 2 Love Stories New!

Encore 3 Westerns New!

Encore 4 Mysteries New!

The Discovery Channel

Sci-Fi Channel New!

The Nashville Network

Cartoon Network New!

Shopping Mall:

ValueVision New!

QVC New!

Q2 New!

ESPN2 New!

CNN

A&E

TNT

Flix New!

GEMS New!

Basic Service

9.95

All Broadcast

TBS Superstation

Optimum Box

3.00 ea.

Your gateway to Pay Per View

Optimum Premiums

9.95 ea.

HBO

The Movie Channel

The Disney Channel

SportsChannel

MSG

American Movie Classics

Showtime

Cineplex

Bravo

HBO Español

Playboy Television

* Bonus: C-SPAN and C-SPAN 2 may be selected at no extra charge with the purchase of any Optimum service.

Note: Does not include sales tax and franchise fees.

Important Customer Information: The listed programs, packages and services are Cablevision's current offerings. The programs, packages, services, number of channels, content, format, rules and other aspects of Cablevision's offerings are subject to change or discontinuance at any time in accordance with applicable law.

378-8940

More Choice • More Value
More Freedom.

OptimumTV

A Service of Cablevision

OptimumTV

A Service of Cablevision

The Optimum Package

Optimum

The Movie Channel or
 American Movie Classics
 News 12 Yonkers
 The Discovery Channel
 Lifetime
 The Weather Channel
 The Family Channel
 Country Music Television
 NewSport
 Cartoon Network New!
 Comedy Central New!
 Court TV New!
 The Learning Channel New!
 C-SPAN
 C-SPAN 2 New!
 Cable News Network (CNN)
 ESPN2 New!
 A&E
 TNT
 The Nashville Network
 Sci-Fi Channel New!
 BET New!
 E! Entertainment Television New!
 Headline News New!
 CNBC
 ESPN

MTV
 VH-1
 USA Network
 Nickelodeon
 Shopping Mall:
 ValueVision New!
 QVC New!
 Q2 New!

Basic Service
 All Broadcast
 TBS Superstation

Includes one Optimum box

\$29.95

Note: Does not include sales tax and franchise fees.

Important Customer Information: The listed programs, packages and services are Cablevision's current offerings. The programs, packages, services, number of channels, content, format, rates and other aspects of Cablevision's offerings are subject to change or discontinuance at any time in accordance with applicable law.

378-8940

Choose an Optimum package for greater value.

OptimumTV
A Service of Cablevision

OptimumTV

A Service of Cablevision

The Optimum Plus Package

Optimum Plus

HBO
The Disney Channel
Showtime or SportsChannel and MSG
The Movie Channel
American Movie Classics
News 12 Yonkers
The Discovery Channel
Lifetime
The Weather Channel
The Family Channel
Country Music Television
Newsport
Cartoon Network New!
Comedy Central New!
Court TV New!
The Learning Channel New!
C-SPAN
C-SPAN 2 New!
Cable News Network (CNN)
ESPN2 New!
A&E
TNT
The Nashville Network
Sci-Fi Channel New!
BET New!
E! Entertainment Television New!
Headline News New!

CNBC
ESPN
MTV
VH-1
USA Network
Nickelodeon
Shopping Mall:
ValueVision New!
QVC New!
Q2 New!

Basic Service
All Broadcast
TBS Superstation

Includes two Optimum boxes

\$44.95

Note: Does not include sales tax and franchise fees.

Important Customer Information: The listed programs, packages and services are Cablevision's current offerings. The programs, packages, services, number of channels, content, format, name and other aspects of Cablevision's offerings are subject to change or discontinuance at any time in accordance with applicable law.

378-8940

Choose an Optimum package for greater value.

OptimumTV
A Service of Cablevision

OptimumTV

A Service of Cablevision

The Optimum Gold Package

Optimum Gold

Cinemax
 Bravo
 Encore New!
 Encore 2 Love Stories New!
 Encore 3 Westerns New!
 Encore 4 Mysteries New!
 Flx New!
 Television Food Network New!
 HBO
 The Disney Channel
 Showtime
 SportsChannel
 MSG
 The Movie Channel
 American Movie Classics
 News 12 Yonkers
 The Discovery Channel
 Lifetime
 The Weather Channel
 The Family Channel
 Country Music Television
 NewSport
 Cartoon Network New!
 Comedy Central New!
 Court TV New!
 The Learning Channel New!
 C-SPAN
 C-SPAN 2 New!
 Cable News Network (CNN)
 ESPN2 New!
 A&E
 TNT
 The Nashville Network

Sci-Fi Channel New!
 BET New!
 E! Entertainment Television New!
 Headline News New!
 CNBC
 ESPN
 MTV
 VH-1
 USA Network
 Nickelodeon
 Shopping Mall:
 ValueVision New!
 QVC New!
 Q2 New!

Basic Service
 All Broadcast
 TBS Superstation

Includes three Optimum boxes
 PPV discounts

\$64.95

Note: Does not include sales tax and franchise fees.

Important Customer Information: The listed programs, packages and services are Cablevision's current offerings. The programs, packages, services, number of channels, format, rates and other aspects of Cablevision's offerings are subject to change or discontinuance at any time in accordance with applicable law.

378-8940

Choose an Optimum package for greater value.

OptimumTV
A Service of Cablevision

Keeping You Informed



Cablevision wants to keep you up to date on the programming, services and rates we offer. You'll receive this information semi-annually, or when you change your level of service, or if we make certain changes in your programming. And, of course, we will provide this information whenever you request it.



When will you let me know if my service changes?

If possible, we will tell you about significant programming or network changes 30 days before they occur. If this is not possible, we'll notify you within 30 days of the date we first know of these changes.

What kind of changes will I get a notice about?

We'll tell you if a network or a channel is no longer available as part of your level of service, or if there is a significant change in the character of the programming service you currently receive.

What rights do I have if I get a notice that my service has changed?

You have the right to terminate your service or select a lower level of cable service at no charge if you let us know up to 45 days after you receive our notice.

If I subscribe to a premium service tier, do I have any other rights?

Yes. If you receive a notice that your service is being changed and you advise us within 30 days that you intend to downgrade or terminate service, you will be entitled to a refund of any prepaid service charges or installation, upgrade or other similar one-time charges that you may have incurred in connection with your service during the six months prior to the change.

What if I subscribe to the entry level of service?

It depends. If, for example, within 90 days of your subscription to Cablevision's entry level of service a network or channel is removed from that service but remains on the cable system, and within 30 days of that change you advise us that you want to upgrade your service, you may be entitled to a free upgrade plus a discount on service for up to six months. If, however, the channel or network is no longer available on Cablevision's system and you tell us within 30 days that you want to either terminate your service or continue at the same service level, you may be entitled to receive a refund on any installation, upgrade or other charges you paid within the six months prior to the change. If you remain an entry level cable subscriber, you may also receive, for a limited period of time, a partial credit on your cable bill.

How will I know what my specific rights are?

We'll explain the specific criteria to you if and when a network or channel change occurs.

What are your current rates and services?

We've included our current rates, services and channel lineup in this pamphlet. Please take a few moments to review them. If you have any questions, call us. We'll be glad to answer them.



EXISTING SYSTEM LINE-UP

EXISTING SYSTEM

CABLEVISION RATE CARD*Programming for all tastes. Packages for all budgets.*

THE MOVIE CHANNEL
SHOWTIME
CINEMAX
BRAVO
AMERICAN MOVIE CLASSICS
THE DISNEY CHANNEL
HOME BOX OFFICE
MADISON SQUARE GARDEN
SPORTSCHANNEL
PLUS FAMILY CABLE

◀ **RAINBOW GOLD — \$65.45 MONTHLY**

Optional: Add The Playboy Channel for an additional \$6.00 monthly.

CINEMAX
BRAVO
AMERICAN MOVIE CLASSICS
THE DISNEY CHANNEL
HOME BOX OFFICE
MADISON SQUARE GARDEN
SPORTSCHANNEL
PLUS FAMILY CABLE

◀ **RAINBOW — \$55.45 MONTHLY**

Optional: Add The Playboy Channel for an additional \$6.00 monthly.

HOME BOX OFFICE
MADISON SQUARE GARDEN
NETWORK
SPORTSCHANNEL
PLUS FAMILY CABLE

◀ **FAMILY PLUS 3 — \$48.95**

HOME BOX OFFICE &
SPORTSCHANNEL
PLUS FAMILY CABLE
\$44.95 MONTHLY

HOME BOX OFFICE & MADISON
SQUARE GARDEN NETWORK
PLUS FAMILY CABLE
\$44.95 MONTHLY

◀ **FAMILY PLUS 2 —**

SPORTSCHANNEL & MADISON
SQUARE GARDEN NETWORK
PLUS FAMILY CABLE
\$41.95 MONTHLY

HOME BOX OFFICE OR
SPORTSCHANNEL OR
MADISON SQUARE GARDEN
PLUS FAMILY CABLE
\$38.95 MONTHLY

◀ **FAMILY PLUS 1**

FAMILY CABLE
\$22.99 MONTHLY
CABLEVISION NEWS
SPORTSCHANNEL AMERICA
THE WEATHER CHANNEL
THE DISCOVERY CHANNEL
NICKELODEON
VH-1/VIDEO HITS ONE
MTV: MUSIC TELEVISION

LIFETIME
ESPN
ARTS & ENTERTAINMENT
THE NASHVILLE NETWORK
THE FAMILY CHANNEL
CONSUMER NEWS &
BUSINESS CHANNEL
CABLE NEWS NETWORK
C-SPAN

MIND EXTENSION UNIVERSITY
TNT
ARCHDIOCESE OF NY
GOVERNMENT ACCESS
CITY HALL NEWS
USA NETWORK

BROADCAST BASIC
\$8.47 MONTHLY

WCBS (2) NY
WNBC (4) NY
WNYW (5) NY

WABC (7) NY
WWOR (9) SECAUCUS
WPIX (11) NY
WNET (13) NEWARK
WLW (21) PLAINVIEW
WVIA (44) SCRANTON

WXTV (41) PATERSON
WNYC (31) NY
ON CABLEVISION
TBS
BOARD OF EDUCATION
HSC

Cablevision Channel Directory

- | | |
|--|---|
| 2 WCBS (2) New York | 23 Lifetime |
| 3 SportsChannel/
E! Entertainment Television | 24 CNBC |
| 4 WNBC (4) New York | 25 Archdiocese of NY/Governmental
Access/Swap N'Shop |
| 5 WNYW (5) New York (FOX) | 26 Family Channel/MSG 2 |
| 6 Home Box Office | 27 WTBS (Super Station) |
| 7 WABC (7) New York | 28 VH-1 |
| 8 Cable News Network (CNN) | 29 MTV |
| 9 WWOR (9) Secaucus (IND) | 30 MSG/CSPAN |
| 10 The Discovery Channel/
Mind Extension University | 31 The Disney Channel |
| 11 WPIX (11) New York | 32 AMC |
| 12 The Weather Channel/SportsChannel
America/L.O./Cablevisionnews | 33 Bravo/Country Music |
| 13 WNET (13) Newark (PBS) | 34 The Movie Channel |
| 14 On Cablevision (Directory) | 35 Cinemax |
| 15 ESPN | 36 Showtime |
| 16 Arts & Entertainment | 37 Playboy Channel/ (98)
Public Access |
| 17 USA Network | 38 Request I (99) |
| 18 The Nashville Network | 39/57 HSC (37) |
| 19 Board of Education | 40/58 WNJU-47 (96) |
| 20 Turner Network Television (TNT) | 41 WXTV-47 (95) |
| 21 WLIW-21 Plainview | 42 WNYC-31 (38) |
| 22 Nickelodeon | 43 PPV Preview (39) |

*Please note: for channels 37 through 43, if a subscriber has a cable ready set, they will see these services on the channels in ().

CABLEVISION

Six Executive Plaza, Yonkers, NY 10701
Customer Service/Pay Per View: **914-378-8900**
Service & Repair: **914-378-8920**

*In the event Madison Square Garden Network provides more than one event simultaneously, it will appear on Channel 28.

IMPORTANT SUBSCRIBER INFORMATION: The listed programs, packages and services are Cablevision's current offerings. The programs, packages, services, number of channels, content, format, rates and other aspects of Cablevision's offerings are subject to change or discontinuance at any time in accordance with applicable law.

Additional Services:**Monthly Rate**

Fee for premium service on additional outlet

One charge per household

\$ 2.00**Equipment**

Non-addressable JRX-converter

\$ 0.66

Deluxe remote addressable converter featuring: volume control, mute, favorite channel selection, last channel recall and parental control

\$ 1.56

TOTAL magazine — A weekly program guide to Cablevision's channel lineup

\$ 2.95**A La Carte (Deluxe Remote required):**

HBO/Showtime/The Movie Channel/Sports Channel/The Disney Channel/

American Movie Classic/Madison Square Garden Network/Cinemax

Bravo/The Playboy Channel

\$12.95**Pay Per View:**

Movie and special events

Price individually

Playboy At Night — 8pm-6am

(PER NIGHT \$ 4.50)**Installation Charges:**

Unwired home

(PLUS TAX) \$61.85

Prewired home

(PLUS TAX) \$46.19

Additional outlet at time of initial install

(PLUS TAX) \$30.79

Additional outlet installation separate trip

(PLUS TAX) \$46.19

Upgrade/Vcr/Pg

(PLUS TAX) \$30.79

Relocate

(PLUS TAX) \$46.19

Service call

(PLUS TAX) \$30.79**Standard underground installation:**

Charges for underground installation quoted in advance. Custom installation charge will be quoted prior to commencement of work. Deposits or partial advance payments may be required and are not refundable once work has commenced. Full payment due upon completion work.

As quoted**One-Time Charges:**

Reconnection for non-payment

(PLUS TAX) \$46.19

Reconnection charge/trip charge (same customer, same dwelling)

(PLUS TAX) \$46.19**OTHER TERMS:**

1. All charges may be subject to sales tax.
2. Initial service and programming charges are billed from date of installation to the end of the current billing period.
3. All installation services, other than the installation of antenna A/B switches, must be performed by Cablevision with Cablevision equipment. A/B switches purchased from sources other than Cablevision, and all installations of A/B switches, must meet Cablevision's technical standards.
4. Channel selectors/converters, wireless hand-held remote controls and certain other equipment are the

property of Cablevision and must be returned when service is changed or disconnected. In the event a channel selector/converter is lost, stolen, damaged, destroyed or not returned, Cablevision will charge your account up to \$200 for each converter and up to \$50 for each wireless hand-held remote control.

5. An adult (18 years or older) member of household must be present during installation and service appointments.

6. Cablevision reserves the right to institute different rates and/or terms and conditions of service for promotional purposes.

Residential rates effective for Yonkers residential subscribers: January 1993.